DSR Market Insights

Week of
March 31, 2025

CATEGORY	NEAR-TERM MARKET PRICING TREND	SUPPLY vs. DEMAND	DSR MARKET INSIGHTS COMMENTARY
Beef (Commodity)	Mixed	Short - Mixed	*Beef markets have begun showing strength. Winter weather now crossing the county will temporarily dampen Grilling. Ribs have increased by more then $1.00 LB in the last 2 weeks. Several items within Beef complex are making their seasonal mover higher in cost.*
Pork (Commodity)	Increasing	Available - Steady	*The price of the butt and the spare rib are on the rise through March, backribs are relatively stable.*
Pork (Value-Added)	Steady	Available - Steady	*Seasonal demand for bacon is low, pricing for bacon should remain stable for several weeks.*
Poultry (Chicken)	Mixed	Available – Steady	*Pricing on breast meat continues to increase, while wings have remained steady. Availability is tight on jumbo breast meat and tenders.*
Poultry (Turkey)	Increasing	Short – Steady	*Avian Influenza continues to plague the turkey industry. Pricing has remained steady, but all parts of the bird are well accounted for and hard to uncover. Tom breast meat pricing is on the rise.*
Seafood	Product of China, Canada, and Mexico - Increasing	Mixed	*As much as 80% of seafood consumed in the United States is imported, with more than 50% coming from China, Mexico, and Canada, each now subject to tariffs between 10 and 25%. Due to increased costs of exporting to the US, export nations subject to the tariff may focus on Europe. Either by tightening supply or by increased tariffs, the wisdom is that seafood prices are going up, especially Canadian Lobster, Canadian Snow Crab, Mussels, and any seafood produced in China.*
Butter	Stable	Available - Steady	*Butter makers are actively churning throughout the country. Cream is available in the Central and West regions. Some butter makers in the East say they have little room for loads of cream above current contracted volumes. Butter inventories are growing throughout the country, and some contacts in the East and West regions say they are building inventories for use later in the year. Contacts in all regions report strong demand for butter from retail purchasers, but food service sales are somewhat tepid. Source: USDA AMS as of March 21*
Cheese	Decreasing	Available - Steady	*Cheese production continues to trend steady to stronger across the U.S. Cheesemakers in the East region share active production schedules. Seasonal milk outputs are growing, and contacts note increased milk availability has allowed them to bolster current inventory levels. Demand from the retail sector is stable while foodservice demand is quiet. Cheese plant contacts in the Central region report growing cheese stocks. Some cheesemakers share adding spot loads of milk to current production schedules. Cheese demand is in line with seasonal expectations. Contacts in the West region relay seasonal increases in milk production have enabled them to run busy manufacturing schedules. Retail cheese demand is noted to be strong while foodservice demand remains light. Some contacts share spot availability of some cheese varieties is tighter than others. Source: USDA AMS as of March 21*
Canned Vegetables - Root Crops	Increasing	Short - Strong	*Depending upon future demand, availability and supply challenges could appear in coming months and into new pack 2025 for select items involving canned root crop categories such as Beets, Carrots, Potatoes, and Mixed Vegetables.*
Canned Vegetables - Whole Beets	Increasing	Short - Strong	*6/10 Small Whole Beets will be out of stock until the 2025 pack due to lack of available raw product tonnage.*
Fluid Dairy	Class I - Decreasing Class II - Decreasing	Class I Available - Steady Class II Available - Steady	*Class I: April Milk cost will see a good size decrease.* *Class II: April Cream & Cultured will show a modest decrease.*
Oils/Shortening	Mixed	Available - Steady	*The trading markets on commodity oils have continued their sideways trend. Pricing levels have remained at similar to levels in recent weeks. Springtime is typically when we do see movement in the pricing of domestic oilseed crops. This is based on crop planting intentions for the year, expected weather patterns and carryover crop levels. This year brings more uncertainty regarding upcoming pricing levels. As most Canola comes from Canada, tariffs could create higher pricing. This could push the pricing on other oilseed products (namely Soy) to higher levels as demand increases. At this time the uncertainty of the tariff situation has most traders in a wait-and-see mode. We would expect to see soy oil products sell at similar levels for the near term. Canola Oil prices will be dependent on the tariff situation, but could create near term price increases. The longer term impact is still largely unknown. Palm Oil markets are still holding similar pricing levels which translates to margarine pricing staying at current levels. Higher demand on Tallow is pushing markets much higher on may negate some of the newfound demand over time.*

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Produce	Decreasing - Strawberries Steady - Apples, Avocados, Broccoli, Carrots, Lemons, Onions, ID Russets Increasing - Apples, Avocados, Broccoli, Carrots, Lemons, Onions, ID Russets	Increasing/Steady - Avocados, Carrots, Bell Peppers Steady/Steady - Apples, Broccoli, Lemons, Oranges, ID Potatoes, Onions, Strawberries, Tomatoes Short/Strong - Romaine, Iceberg	*Apples, abundant supplies of small Foodservice fruit. Market steady.* *Avocados, MX reduced harvesting to maintain the elevated market. Crop heavy to 60ct and smaller fruit. 48ct & larger at a premium.* *Bell Peppers, steady supplies from FL & MX.* *Broccoli, Yuma quality excellent with good sizing. Ample supplies.* *Carrots, adequate supplies from CA & GA.* *Iceberg, Yuma nearing tail. Salinas starts in 3 weeks. Market higher.* *Romaine, Yuma nearing end of season. Markets active.* *Tomatoes, market higher as FL & MX supplies are lighter.* *Strawberries, strong production CA & FL flooding east coast markets.* *Oranges, CA Navels peaking 72-88ct. 113-138ct higher. Sweet 13 brix!* *Lemons, CA supply & quality ample as a new areas are producing.* *Onions, ID/OR. Storage quality good. New crop TX double storage cost.* *ID Russet FOBs steady. Very nice quality.*
Sugar	Steady	Available - Steady	*Sugar prices in the US Markets remain at steady levels as we move into spring. We are still enjoying the lower pricing that we have seen in recent months. There is solid supply of both domestic Beet and Cane which should carry us through the summer season. The Mexican crop has struggled so far for this pack season, which will likely limit imports through summer. This may put a little pressure on the US crop during the warmer months, but should not lead to any major shortages. At this time there is no known impact on import pricing due to tariffs.*
Shell Eggs	Decreasing	Available - Steady	*As of March 21 USDA AMS reports 30.3MM egg-layer losses due to Highly Pathogenic Avian Influenza (HPAI). Total 2024 egg layer losses were nearly 40MM. On March 27 USDA AMS reported demand for shell eggs slowed over the past week recent declines in wholesale prices are only now beginning to be reflected at retail outlets. Wholesale prices for negotiated trading of loose eggs are lower on mostly light demand and offerings. Supply is mixed and trading is moderate. Wholesale prices for formula trading of carton stock are lower on light demand and wholesale breaking stock prices are lower on limited demand for light to very light offerings. Supplies are moderate on slow trading activity. The preliminary survey of retail outlets indicates the return of conventional caged eggs to circulars, albeit in very limited numbers with a higher average ad price than was last published a month ago.*
Wheat (Flour Based Products)	Steady	Available - Steady	*Wheat markets to change based on current supply levels and crop conditions. Winter weather in the upper Midwest has put some strain on the Winter Wheat crop. Though yields are still unknown there is some concern that we may see a slightly smaller harvest than originally expected. As weather patterns and world politics do continue to impact the markets, we will likely see some small increases in pricing on bulk flour as we move through April. Finished Goods that contain flour as a primary ingredient, have shown little indication of near term price changes though.*